

Business Trip to Singapore & Malaysia

Fall 2018



ABOUT THE TRIP

The Delaware Department of State invites you to join us on a business trip to Singapore and Malaysia to meet new customers and potential partners.

Meeting face-to-face with prospective customers is critical to establishing new business relationships around the world. Let us help you make the right contacts overseas and achieve new international sales!

We will arrange business meetings with distributors, agents, or customers according to your needs — all specific to your company.

"Delaware has continued to provide us with invaluable help with our efforts outside of the U.S. in the form of export counseling, advice of Export Finance, etc. They have helped us overcome the fear of the unknown as it pertains to exporting."

- Jeff Palmer, George Products

THIS TRIP INCLUDES:

- Assistance from State of Delaware's export team and trade representative, Sarath Menon.
- In-country transportation and interpreters on the trip.
- Preparation session, in-country briefing and follow-up support after the trip.

TRIP ITINERARY

Day 1	Depart the USA
Day 2	Arrive in Singapore
Day 4	Transfer to Malaysia
Day 5	Depart for the U.S.

WHY SINGAPORE & MALAYSIA?

Singapore and Malaysia are known as friendly places to do business and both countries speak English.

Singapore:

- Top ranked healthcare system in Asia.
- 8 of the world's top 10 pharmaceutical companies have operations in Singapore.
- Home to the top two universities in Asia and 7,000 researchers and 50 R&D companies.
- Strong opportunities for businesses that offer environmental equipment, industrial automation.

Malaysia:

- The pharma industry is growing 8-10% annually.
- In 2015, medical device imports from the U.S. totaled \$5.3 billion (20.8% of the import market).
- Demand for refinery/petrochemical products and resources are on the rise.

COST & DETAILS

Businesses are responsible for air, hotel, meals and incidental expenses.

A passport with at least 6 months of validity following dates of the travel is required.

MORE INFO

Contact the export team:
302-577-8465

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FUNDING ASSISTANCE

Funding Assistance is available to assist you with up to 50% of your eligible travel expenses. Funds are based on availability.

Apply at de.gov/funding.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration